

U.S. SMALL BUSINESS ADMINISTRATION
Office of Business Development

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Washington, DC 20416

Report To The U.S. Congress
On
Minority Small Business and Capital Ownership Development
Fiscal Year 2003

As Required By
The Business Opportunity Development Reform Act of 1988

Submitted By
U.S. Small Business Administration

TABLE OF CONTENTS

Page

Executive Summary	5
Program Initiatives	7
Net Worth of Newly Certified Program Participants	9
Benefits and Costs of the 8(a) Program to the Economy	13
Evaluation of Firms that Exited the 8(a) Program	17
Compilation of Fiscal Year 2001 Program Participants	19
Total Value of Contracts and Options Performed During Fiscal Year 2002	25
Requested Resources and Program Authorities	27

LIST OF TABLES

Table I: Total Personal Net Worth	10
Table II: Total Adjusted Personal Net Worth	11
Table III: Status of 8(a) Participants that Completed Their Program Term	18
Table IV: Ethnic Heritage of 8(a) Participants	20
Table V: Gender of 8(a) Participants	20
Table VI: Ethnicity and Gender by Region and State	21
Table VII: Total Value of Contracts and Options Performed During Fiscal Year 2002	25

APPENDIX

Certified 8(a) Program Participants by Region and State

Ethnicity Abbreviations

APA	Asian Pacific American
BA	Black American
CA	Caucasian American
HA	Hispanic American
NA	Native American
OA	Other American
SCA	Subcontinent Asian American
H	When used in conjunction with an ethnic abbreviation indicates the individual is handicapped.

Special Ownership Abbreviations

When used with an ethnic designation these abbreviations indicate the 8(a) firm is owned by the following type of organization.

ANC	Owned by an Alaska Native Corporation
CDC	Owned by an Community Development Corporation
TO	Owned by an Tribal Organization

EXECUTIVE SUMMARY

This is the report on the U.S. Small Business Administration's (SBA) 8(a) Business Development Program as required by the Business Opportunity Development Reform Act of 1988 [15 U.S.C. 636(j)16(A) & (B)]. The purpose of this review is to determine and quantify the extent to which the 8(a) program has assisted in the development of firms owned and controlled by socially and economically disadvantaged individuals. The Act requires the SBA to analyze the accomplishments of businesses certified to participate in the 8(a) program during the immediately preceding fiscal year and the status of the business concerns that completed their 8(a) program term during the immediately preceding three fiscal years. These findings are summarized in this report.

Fiscal year 2003 marked the 35th year of the SBA's 8(a) Business Development Program. During fiscal year 2003, a total of 8,431 businesses participated in the 8(a) program. These firms made significant contributions to the Federal, state and local tax base and contributed an estimated 184,784 jobs in the Nation's economy. Between October 1, 2002, and September 30, 2003, a total of 1,350 new firms were certified to participate in the program.

Year-end financial statements submitted by the 8,431 firms participating in the program authorized by 15 U.S.C. 637(a) during fiscal year 2003 reported total revenues exceeding \$19.7 billion. Revenue that resulted from the program authorized by 15 U.S.C. 637(a) was \$5.4 billion or 27.5 percent of firms' total revenue.

In order to assess the current business status of firms that graduated from the 8(a) program in the past 3 years, SBA surveyed 1,473 firms that completed their 8(a) program terms between October 1, 2000, and September 30, 2003. Of the 481 firms that responded to the survey: 415, or 86.2 percent, were independently operational; 9, or 2.2 percent, had substantially curtailed operations; 4, or 1 percent, had been acquired by other firms owned and controlled by non-disadvantaged individuals; 53, or 11 percent, had ceased business operations. Given that firms exiting the program generally have been in business at least 11 years and in many cases more than 20 years, a 11 percent rate of business cessation is normal.

The total annual revenue of graduated firms that responded to the survey and reported earnings was more than \$1.9 billion dollars. The average annual revenue for these firms was approximately \$3.9 million, and they provided employment for approximately 14,102 persons.

Note: Fiscal year 2003 procurement information was not available from the Federal Procurement Data System (FPDS) at the time this report was prepared. All Participants' financial information in this report is based on financial data submitted by the Participants.

PROGRAM INITIATIVES

- 1. Mission:** The purpose of the 8(a) BD program is to assist eligible small disadvantaged business concerns compete in the American economy through business development. (13 CFR 124.1) These small disadvantaged businesses are owned and controlled by socially and economically disadvantaged individuals, economically disadvantaged Indian tribes (including Alaska Native Corporations), economically disadvantaged Native Hawaiian Organizations and Community Development Corporations. The 8(a) program fulfills this mission by providing a menu of business development resources, such as marketing, managerial, technical, and financial and procurement assistance.
- 2. Business Development:** The 8(a) program promotes competitive development over a 9-year period. Each participant's progress is monitored and measured, and its developmental needs are identified through annual reviews of its business plan. Guidance is provided through SCORE, Small Business Development Centers (SBDC), and Business Information Centers (BIC) and Women's Business Centers (WBC). In addition, through award of sole source and limited-competition contracts, the 8(a) program provides a logical, systematic approach to market access and enterprise growth to small businesses owned and controlled by socially and economically disadvantaged individuals.
- 3. Management and Technical Assistance:** Under Section 7(j) of the Small Business Act, the SBA provides specialized training, professional consultant assistance, and high-level executive development to eligible firms. This authority allows the SBA to provide assistance to 8(a) program participants as well as to other small disadvantaged businesses, low-income entrepreneurs, and small businesses in labor-surplus areas or areas with a high proportion of low-income individuals. The services provided by this program have been limited, for the most part, to providing high-level executive development training, through the Executive Education Program, to current 8(a) program participants. However, 8(a) firms also receive assistance through SCORE, SBDCs and the United States Export Assistance Centers (USEAC), as well as the mentor-protégé, surety guarantee, and loan programs.

NET WORTH OF NEWLY CERTIFIED PROGRAM PARTICIPANTS

15 U.S.C. 636(j)(16)(B)(i)

The average personal net worth of individuals who own and control concerns that were initially certified for participation in the Program during the immediately preceding fiscal year. The Administrator shall also indicate the dollar distribution of net worths, at \$50,000 increments, of all such individuals found to be socially and economically disadvantaged.

- 1. Total Personal Net Worth:** The personal net worth, for program purposes, is the net value of the remaining assets of an individual, after total liabilities are deducted from their total assets. During fiscal year 2003, 1,350 firms were initially certified to participate in the 8(a) program. Table I presents data on the personal net worth of the 1,510 individuals who used their eligibility to qualify these 1,350 firms (more than one individual may use his/her social and economic disadvantage status to qualify a single firm). In determining total personal net worth, the equity in the individual's primary residence and business is included. The average personal net worth of these individuals was \$204,911.

Individuals with a personal net worth ranging from less than zero dollars to \$50,000 constituted 15.3 percent of owners controlling firms that were certified; individuals with a personal net worth of \$50,001 to \$100,000 constituted 15.7 percent; and individuals with a personal net worth of \$100,001 to \$150,000 constituted 19.0 percent. Fifty percent of the individuals owning and controlling firms that were certified had a personal net worth ranging from less than zero dollars to \$150,000. (See Table I)

- 2. Adjusted Personal Net Worth:** The adjusted personal net worth is defined as total personal net worth less the individual's equity in his or her primary residence and the individual's ownership interest in the applicant concern. Please note: the Small Business Act directs the SBA to use adjusted personal net worth, which excludes the net value of the personal residence and the business. For the purpose of determining whether an individual may be considered economically disadvantaged, the average adjusted personal net worth of the individuals owning and controlling the firms initially certified during fiscal year 2003 was \$76,912.

Individuals with an adjusted personal net worth ranging from less than zero dollars to \$50,000 constituted 62.6 percent of owners controlling firms that were certified; individuals with an adjusted personal net worth of \$50,001 to \$100,000 constituted 24.6 percent; and individuals with an adjusted personal net worth of \$100,001 to \$150,000 constituted 17.1 percent. Eighty one percent of the individuals owning and controlling firms that were certified had an adjusted personal net worth ranging from less than zero dollars to \$150,000. (See Table II)

Note: In Tables I and II where the number of applicants in the range is zero, no range is stated.

TABLE I
Total Personal Net Worth
(October 1, 2002 through September 30, 2003)
Individual Net Worth (unadjusted) expressed in \$50,000 increments

Dollar Range	Number in Range	Cumulative Total	Cumulative Percentage
(\$350,000) - (\$300,000)	1	1	0.07%
(\$200,000) - (\$150,001)	1	2	0.13%
(\$100,000) - (\$50,001)	5	7	0.46%
(\$50,000) - (\$1)	18	25	1.66%
\$0 - \$0	15	40	2.65%
\$1 - \$50,000	187	227	15.03%
\$50,001 - \$100,000	237	464	30.73%
\$100,001 - \$150,000	287	751	49.74%
\$150,001 - \$200,000	195	946	62.65%
\$200,001 - \$250,000	150	1096	72.58%
\$250,001 - \$300,000	125	1221	80.86%
\$300,001 - \$350,000	82	1303	86.29%
\$350,001 - \$400,000	54	1357	89.87%
\$400,001 - \$450,000	35	1392	92.19%
\$450,001 - \$500,000	28	1420	94.04%
\$500,001 - \$550,000	18	1438	95.23%
\$550,001 - \$600,000	17	1455	96.36%
\$600,001 - \$650,000	9	1464	96.95%
\$650,001 - \$700,000	7	1471	97.42%
\$700,001 - \$750,000	6	1477	97.81%
\$750,001 - \$800,000	8	1485	98.34%
\$850,001 - \$900,000	3	1488	98.54%
\$900,001 - \$950,000	3	1491	98.74%
\$950,001 - \$1,000,000	2	1493	98.87%
\$1,000,001 - \$1,050,000	1	1494	98.94%
\$1,100,001 - \$1,150,000	2	1496	99.07%
\$1,150,001 - \$1,200,000	1	1497	99.14%
\$1,200,001 - \$1,250,000	3	1500	99.34%
\$1,250,001 - \$1,300,000	2	1502	99.47%
\$1,300,001 - \$1,350,000	1	1503	99.54%
\$1,400,001 - \$1,450,000	1	1504	99.60%
\$1,600,001 - \$1,650,000	1	1505	99.67%
\$1,900,001 - \$1,950,000	1	1506	99.74%
\$2,000,001 - \$2,050,000	1	1507	99.80%
\$2,150,001 - \$2,200,000	1	1508	99.87%
\$2,650,001 - \$2,700,000	1	1509	99.93%
\$4,250,001 - \$4,300,000	1	1510	100.00%
Range of Personal Net Worth		(\$320,162) - \$4,285,671	
Median Personal Net Worth		\$150,000	
Average Personal Net Worth		\$204,911	

TABLE II
Total Adjusted Personal Net Worth
(October 1, 2002 through September 30, 2003)
Individual Net Worth (adjusted) expressed in \$50,000 increments.

Dollar Range	Number in Range	Cumulative Total	Cumulative Percentage
(\$600,000) - (\$550,001)	1	1	0.07%
(\$550,000) - (\$500,001)	1	2	0.13%
(\$400,000) - (\$350,001)	1	3	0.20%
(\$250,000) - (\$200,001)	3	6	0.40%
(\$150,000) - (\$100,001)	3	9	0.60%
(\$100,000) - (\$50,001)	18	27	1.79%
(\$50,000) - (\$1)	96	123	8.15%
\$0 - \$0	21	144	9.54%
\$1 - \$50,000	483	627	41.52%
\$50,001 - \$100,000	371	998	66.09%
\$100,001 - \$150,000	259	1257	83.25%
\$150,001 - \$200,000	150	1407	93.18%
\$200,001 - \$250,000	103	1510	100.00%
Range of Personal Net Worth		(\$576,208) - \$249,800	
Median Personal Net Worth		\$63,038	
Average Personal Net Worth		\$76,912	

BENEFITS AND COSTS OF THE 8(a) PROGRAM TO THE ECONOMY

15 U.S.C. 636(j)(16)(B)(ii)

A description and estimate of the benefits and costs that have accrued to the economy and the Government in the immediately preceding fiscal year due to the operations of those business concerns that were performing contracts awarded pursuant to section 8(a).

During fiscal year 2003, a total of 8,431 concerns participated in the 8(a) program. This figure includes all firms that entered and exited the program throughout the year. Field offices reported that these firms provided employment for more than 184,784 persons.

According to year-end financial statements submitted by participants in the program during the fiscal year ending September 30, 2003, total revenue exceeded \$19.7 billion. Total revenue for the program authorized by 15 U.S.C. 637(a) was approximately \$5.4 billion, or 27.5 percent, of firms' total revenue. The balance of revenue for program participants, almost 73 percent, was earned from non-program sources. This is consistent with program intent to have participants rely on non-program sources of revenue in order to enhance post program viability.

1. Benefits to the Economy and the Government

In principal, the benefit to the economy represents the incremental gain to disadvantaged groups from employment and income supported by 8(a) contracts, as well as incremental gains in business sustainability. The following are areas in which 8(a) certified businesses are contributing to the gross domestic product, the Nation's tax base, employment, and the individual wealth and well-being of all Americans.

- a. **Long-term Business Development Efforts:** Since the inception of the 8(a) program (1968), there have been more than 542,000 8(a) contract actions, worth approximately \$88.4 billion. While these figures represent a very small percentage of total Federal procurement actions and dollars, they still signal significant success in including targeted businesses in the Federal market.
- b. **Employment:** The 8,431 8(a) firms provided employment for an estimated 184,784 persons during fiscal year 2003, an average of 22 employees per company, whereas the 23.7 million small businesses in America employed an average of only 2 persons per firm.¹ The program is a source of employment in all states, the District of Columbia, Guam, Puerto Rico and the Virgin Islands.

¹ *The State of Small Business: A Report to the President, 1997* (Washington, D.C.: U.S. Government Printing Office, 1998), pp. 25 and 38.

- c. **Firm Owners:** Program participants are involved in all areas of community development and volunteer work. They contribute time and resources to improve their schools and neighborhoods, and provide jobs and educational opportunities for minority and disadvantaged youth. In the selection of program participants for annual national awards, much emphasis is placed on community involvement

- d. **Longevity of Firms.** While 71 percent of new businesses fail (with 29 percent still in business) within 8 years², 42 percent of 8(a) firms are still independently operational 10 years after they enter the program

² *The State of Small Business: A Report to the President, 1997* (Washington, D.C.: U.S. Government Printing Office, 1998), p. 227.

2. Costs to the Government

The SBA's Office of Business Development (BD), located in the Office of Government Contracting and Business Development, is responsible for the administration of the 8(a) program. The following is a summary of the administrative, financial assistance, and management and technical assistance costs of the 8(a) program during fiscal year 2003:

a. Program Administrative Costs \$ 33,374,463

SBA program administrative costs consist of personnel, travel, supplies, training and similar expenses. In fiscal year 2003, the 8(a) Business Development Program had actual costs of \$ 33,374,463, including \$11,203,284 attributable to Headquarters, and \$22,171,179 attributable to Field Operations (district offices). A total of 172 full time equivalent (FTE) positions worked in the program in fiscal year 2003; including 14 FTE's in Headquarters and 158 FTE's in Field Operations.

b. Management and Technical Assistance \$ 2,803,366

Section 7(j) mandates that the SBA obtain and maintain a qualified cadre of individuals and organizations to provide assistance to socially and economically disadvantaged individuals. For fiscal year 2003, Section 7(j) assistance had actual costs of \$2,803,366.

c. Advance Payments

\$ 0

Advance payments are non-interest bearing loans made by the SBA to an 8(a) program participant in connection with the performance of a specific 8(a) contract to assist the firm in meeting the financial requirements of performing the contract. Since the Federal Credit Reform Act of 1990 (effective October 1, 1992), no advance payments have been processed or made by the SBA on 8(a) contracts. In 1998, SBA eliminated the authority to approve advance payments for 8(a) contractors from the 8(a) Program Development program regulations (13 C.F.R. 124). There have been no new appropriations for this program for the past several years. Consequently, no advance payments have been appropriated for the current fiscal year.

However, each procuring agency's contracting officers have authority to provide advance payments on individual contracts to 8(a) firms using their individual agency's funds.

EVALUATION OF FIRMS THAT EXITED THE 8(a) PROGRAM

15 U.S.C. 636(j)(16)(B)(iii)

A compilation and evaluation of those business concerns that have exited the Program during the immediately proceeding three fiscal years. Such compilation and evaluation shall detail the number of concerns actively engaged in business operations, those that have ceased or substantially curtailed such operations, including the reasons for such actions, and those concerns that have been acquired by other firms or organizations owned and controlled by other than socially and economically disadvantaged individuals. For those businesses that have continued operations after they exited from the Program, the Administrator shall also separately detail the benefits and costs that have accrued to the economy during the immediately preceding fiscal year due to the operations of such concern.

The SBA conducted a survey of the 1,473 firms that completed their 8(a) program term between October 1, 2000, and September 30, 2003. Of the 481 firms that responded to the survey, 415 were independently operational, 9 had substantially curtailed operations, 4 had been acquired by other firms owned and controlled by non-disadvantaged individuals, 53 had ceased business operations, and 992 did not respond to this survey (See Table III). The total annual revenue of all exited firms reporting was more than \$1.9 billion. Firms exiting over the immediately proceeding 3 fiscal years provided employment for approximately 14,102 persons.

During fiscal year 2003, 92 firms were terminated from participation in the 8(a) program. There are numerous reasons for terminations; however, most were terminated due to their failure to comply with basic program reporting requirements. These actions ensured that only firms eligible for the program received program benefits. In addition, companies that cease operations and fail to withdraw voluntarily were terminated. During fiscal year 2003, 46 firms elected to withdraw voluntarily from 8(a) program participation.

The reasons that caused former 8(a) businesses to cease operations, like the reasons that cause any category of business to cease operations, are numerous. The reasons may include: economic conditions; retirement, illness or death of the owner; reduced Federal contracting opportunities; a decision to sell the business or start a new business venture; or the pursuit of other professional interests. When considering the number of former 8(a) companies that have ceased business operations, 71 percent of new businesses fail within 8 years³. Please note that the statutory language cited above requests detailed information for firms that have existed for each of the three proceeding fiscal years. However, this level of detail was not available at the time the report was prepared.

³ *The State of Small Business: A Report to the President, 1997* (Washington, D.C.: U.S. Government Printing Office. 1998), p. 227.

TABLE III**Status of 8(a) Participants That Completed Their Program Term**

(October 1, 2000 through September 30, 2003)

Status of Exited Participants	FY 2001	FY 2002	FY 2003	Totals
Terminated From Program	147	123	92	362
Voluntarily Withdrew From Program	49	57	46	152
Graduated (Participated Less Than 9 Years)	1	0	1	2
Totals	197	180	139	516

Status of Participants Completing Term	FY 2001	FY 2002	FY 2003	Totals	Percent
Completed 9 Year Program Term	391	364	718	1473	
Independently Operational	101	112	202	415	86.0%
Substantially Curtailed Operations	4	3	2	9	02.0%
Ceased Business Operations	19	14	20	53	11.0%
Acquired by Other Firm	1	1	2	4	01.0%
Responded to Survey	125	130	226	481	100.0%

COMPILATION OF FISCAL YEAR 2003 PROGRAM PARTICIPANTS

15 U.S.C. 636(j) (16) (B) (iv)

A listing of all participants in the Program during the preceding fiscal year identifying, by State and by Region, for each firm: the name of the concern, the race or ethnicity, and gender of the disadvantaged owners, the dollar value of all contracts received in the preceding year, the dollar amount of advance payments received by each concern pursuant to contracts awarded under section 637(a) of this title, and a description including (if appropriate) an estimate of the dollar value of all benefits received pursuant to paragraphs (13) and (14) and section 7(a) (20) during such year.

The ethnic heritage of the owners of the 8,431 firms participating in the 8(a) program during fiscal year 2003 is as follows: Black American - 3,196 (37.9 percent); Hispanic American - 2,098 (24.9 percent); Asian Pacific American – 1,013 (12.0 percent); Subcontinent Asian American - 897 (10.6 percent); Native American - 725 (8.6 percent); Native Hawaiian American - 56 (0.7 percent); Caucasian American - 409 (4.8 percent) and Other American - 37 (0.5 percent). Men own 72.0 percent of the firms and 28.0 percent are owned by women. (See Tables IV, V, and VI)

Table VI provides ethnic totals of firms participating in the 8(a) program by state and region during fiscal year 2003. States with the largest number of 8(a) certified firms are California (1,000), Maryland (880), Virginia (831), Texas (599), and Florida (498).

Active participants received approximately \$48.1 million in 7(a) loans guarantees in fiscal year 2003. Advance payments have not been authorized since October 1, 1992. No advance payments were made in fiscal year 2003.

TABLE IV**Ethnic Heritage of 8(a) Participants**

(October 1, 2002 through September 30, 2003)

Ethnicity	Gender	Number of Participants	Percent of Total
Asian Pacific Americans	Female	267	3.2%
	Male	746	8.8%
Total		1,013	12.0%
Black Americans	Female	841	10.0%
	Male	2,355	27.9%
Total		3,196	37.9%
Caucasian Americans	Female	368	4.3%
	Male	41	0.5%
Total		409	4.8%
Hispanic Americans	Female	524	6.2%
	Male	1,574	18.7%
Total		2,098	24.9%
Native Americans	Female	154	1.8%
	Male	571	6.8%
Total		725	8.6%
Native Hawaiian Americans	Female	24	0.3%
	Male	32	0.4%
Total		56	0.7%
Other Americans	Female	7	0.1%
	Male	30	0.4%
Total		37	0.5%
Subcontinent Asian Americans	Female	172	2.0%
	Male	725	8.6%
Total		897	10.6%
Total All Participants		8,431	100%

TABLE V**Gender of 8(a) Participants**

(October 1, 2002 through September 30, 2003)

Businesses Owned by Females	2,358	28.0%
Businesses Owned by Males	6,073	72.0%
Total Businesses	8,431	100.0%

TABLE VI

Ethnicity and Gender by Region and State

(October 1, 2002 through September 30, 2003)

Region / State	Asian Pacific		Black		Caucasian		Hispanic		Native		Native Hawaiian		Other		Subcontinent Asian		Grand Totals
	Americans		Americans		Americans		Americans		Americans		Americans		Americans		Americans		
	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	
Region I																	
Connecticut	1	0	3	4	1	0	0	4	0	0	0	0	0	0	0	4	17
Maine	0	0	0	0	0	0	0	1	0	2	0	0	0	0	0	1	4
Massachusetts	6	3	4	19	5	1	3	9	0	1	1	0	0	0	1	22	75
New Hampshire	2	1	0	1		0	0	0	0	0	0	0	0	0	0	2	6
Rhode Island	0	2	2	1	0	0	0	2	0	1	0	0	0	0	0	0	8
Region I Totals	9	6	9	25	6	1	3	16	0	4	1	0	0	0	1	29	110
Region II																	
New Jersey	7	21	20	44	10	2	18	37	0	2	0	0	1	0	21	57	240
New York	12	18	43	85	46	5	15	39	0	2	0	0	0	2	9	41	317
Puerto Rico	0	0	0	0	0	0	21	132	0	0	0	0	0	0	0	0	153
Virgin Islands	0	0	4	8	0	0	0	1	0	0	0	0	0	0	0	0	13
Region II Totals	19	39	67	137	56	7	54	209	0	4	0	0	1	2	30	98	723
Region III																	
Delaware	0	1	2	7	1	0	0	1	0	0	0	0	0	0	0	2	14
District of Columbia	4	4	39	101	4	0	10	15	2	1	1	0	0	1	2	15	199
Maryland	26	90	143	329	32	2	32	76	5	10	1	2	2	1	26	103	880
Pennsylvania	3	9	24	60	8	1	8	17	2	1	0	0	0	1	4	31	169
Virginia	41	105	90	209	24	0	46	106	19	22	2	1	0	6	34	126	831
West Virginia	1	1	0	6	2	0	0	3	1	2	0	0	0	1	1	6	24
Region III Totals	75	210	298	712	71	3	96	218	29	36	4	3	2	10	67	283	2117
Region IV																	
Alabama	7	4	16	44	9	0	7	14	15	23	0	0	0	0	3	8	150
Florida	15	25	40	121	35	2	53	156	4	17	0	0	0	0	4	26	498
Georgia	7	9	60	161	7	0	7	15	1	5	0	0	0	0	5	18	295
Kentucky	1	1	4	13	0	0	1	6	0	2	0	0	0	2	0	2	32
Mississippi	1	1	11	45	4	1	3	2	1	2	0	0	0	0	0	1	72
North Carolina	1	1	17	42	7	1	6	6	1	11	0	0	0	0	2	7	102
South Carolina	0	1	8	36	4	0	1	3	1	2	0	0	0	0	0	2	58
Tennessee	1	2	10	53	4	0	3	5	2	7	0	0	0	1	1	6	95
Region IV Totals	33	44	166	515	70	4	81	207	25	69	0	0	0	3	15	70	1302

TABLE VI (continued)

Ethnicity and Gender by Region and State

(October 1, 2002 through September 30, 2003)

Region / State	Asian Pacific Americans		Black Americans		Caucasian Americans		Hispanic Americans		Native Americans		Native Hawaiian Americans		Other Americans		Subcontinent Asian Americans		Grand Totals
	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	
	Region V																
Illinois	4	12	50	74	3	0	20	31	0	3	1	0	0	1	6	28	233
Indiana	1	6	8	37	1	0	0	4	1	1	0	0	0	0	2	4	65
Michigan	0	5	20	59	1	3	5	12	1	6	0	1	0	0	1	15	129
Minnesota	1	5	3	13	3	0	1	1	2	11	0	0	0	0	1	6	47
Ohio	4	8	17	111	0	1	3	9	2	6	0	0	0	1	9	33	204
Wisconsin	3	3	5	19	3	0	5	9	4	5	0	0	0	0	1	4	61
Region V Totals	13	39	103	313	11	4	34	66	10	32	1	1	0	2	20	90	739
Region VI																	
Arkansas	0	1	5	37	4	0	0	3	1	5	0	0	0	1	0	0	57
Louisiana	0	7	24	74	5	1	5	12	1	6	0	0	0	0	0	4	139
New Mexico	3	3	0	3	0	0	23	94	7	22	0	0	0	0	0	1	156
Oklahoma	0	4	4	18	2	1	2	7	17	48	1	2	0	0	1	2	109
Texas	8	16	34	130	15	4	62	247	10	22	2	2	0	0	12	35	599
Region VI Totals	11	31	67	262	26	6	92	363	36	103	3	4	0	1	13	42	1060
Region VII																	
Iowa	1	1	2	6	0	0	0	1	0	0	1	0	0	0	0	1	13
Kansas	5	2	5	24	2	1	1	3	1	5	1	0	0	1	1	2	54
Missouri	0	4	29	51	6	0	2	11	2	10	0	0	1	1	2	6	125
Nebraska	0	1	3	8	3	0	0	2	0	5	0	0	0	0	0	1	23
Region VII Totals	6	8	39	89	11	1	3	17	3	20	2	0	1	2	3	10	215
Region VIII																	
Colorado	8	17	13	35	24	1	17	81	5	15	1	0	1	2	3	7	230
Montana	0	1	0	3	2	1	2	5	6	13	0	0	0	1	0	0	34
North Dakota	0	0	0	0	2	0	0	0	1	26	0	0	0	0	0	0	29
South Dakota	0	0	0	1	0	1	2	4	2	12	0	0	0	0	0	0	22
Utah	1	15	1	7	8	0	6	20	0	7	0	2	0	1	1	1	70
Wyoming	1	0	0	0	1	0	1	4	4	5	1	0	0	0	0	0	17
Region VIII Totals	10	33	14	46	37	3	28	114	18	78	2	2	1	4	4	8	402

TABLE VI (continued)

Ethnicity and Gender by Region and State

(October 1, 2002 through September 30, 2003)

Region / State	Asian Pacific		Black		Caucasian		Hispanic		Native		Native Hawaiian		Other		Subcontinent Asian		Grand Totals
	Americans		Americans		Americans		Americans		Americans		Americans		Americans		Americans		
	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	
Region IX																	
Arizona	0	3	4	14	9	0	9	39	6	9	0	1	0	0	1	9	104
California	56	160	64	183	45	9	103	239	9	31	2	3	1	3	16	76	1000
Guam	5	29	0	0	0	0	0	1	0	0	0	0	0	1	0	1	37
Hawaii	22	105	1	1	1	0	1	10	2	2	8	17	0	0	1	2	173
Nevada	1	2	1	10	7	0	2	14	0	4	1	0	0	0	0	2	44
Region IX Totals	84	299	70	208	62	9	115	303	17	46	11	21	1	4	18	90	1358
Region X																	
Alaska	2	12	1	8	6	1	3	7	6	143	0	1	0	2	0	1	193
Idaho	1	1	0	2	2	0	4	8	3	6	0	0	0	0	0	0	27
Oregon	1	6	2	8	2	0	4	23	4	7	0	0	0	0	1	0	58
Washington	3	18	5	30	8	2	7	23	3	23	0	0	1	0	0	4	127
Region X Totals	7	37	8	48	18	3	18	61	16	179	0	1	1	2	1	5	405
National Totals	267	746	841	2355	368	41	524	1574	154	571	24	32	7	30	172	725	8431

TOTAL VALUE OF CONTRACTS AND OPTIONS AWARDED DURING FISCAL YEAR 2003

15 U.S.C. 636(j)(16)(B)(v)

...The Administrator shall submit a report to the Congress on the Program that shall include the following:

The total dollar value of contracts and options awarded during the preceding fiscal year pursuant to section 637(a) of this title and such amount expressed as a percentage of total sales of (I) all firms participating in the Program during such year, and (II) of firms in each of the nine years of program participation.

In FY 2003, firms reported total revenue of \$19.8 billion. Active participants derived 27.5 percent of their total revenue from 8(a) contracts. It should be noted that the full contract or modification estimated award amounts might not be received during the fiscal year in which they are awarded. Also, the total estimated amount might not be achieved at all. Therefore, the firms' revenue figures may not reflect the total contract and modification award amounts. (See Table VII for contract and modification dollars expressed as a percentage of firms' total revenue in each of the nine years of program participation.)

Table VII

Contract and Modification Dollars Expressed as a Percentage of Firms' Total Revenue In Each of the Nine Years of Program Participation

Program Year	Number of Firms	8(a) Revenue	Total Revenue	8(a) as Percent of Total Revenue
1	1350	\$22,009,831	\$957,184,693	2.30%
2	1251	\$59,365,526	\$1,174,036,938	5.06%
3	1108	\$316,512,063	\$1,631,113,791	19.40%
4	887	\$493,042,747	\$1,670,095,694	29.52%
5	984	\$771,584,391	\$2,570,217,278	30.02%
6	517	\$616,187,125	\$1,805,878,278	34.12%
7	458	\$615,713,762	\$1,683,209,055	36.58%
8	465	\$714,934,468	\$2,178,067,576	32.82%
9	1411	\$1,844,155,709	\$6,128,354,393	30.09%
Totals	8431	\$5,453,505,622	\$19,798,157,695	27.55%

15 U.S.C. 636(j)(16)(B)(vi)

A description of such additional resources or program authorities as may be required to provide the types of services needed over the next two-year period to service the expected portfolio of firms certified pursuant to section 637(a) of this title.

At this time, no additional resources or program changes are being requested.